

TELOS

# TELOS

## ***Air Force Enterprise Messaging Solution***

Frank Whitehead  
VP Programs, Telos  
703 724-3775

Information Assurance



Wireless Networking



Automated Message Handling



# ***Advantages of an Enterprise Messaging Solution***

- **Lower cost of ownership**
  - **Reduce DMS infrastructure; replace individual Fortessa and Outlook clients with web clients, and eliminate LCCs**
  - **Reduced manpower**
- **Easier to operate and use:**
  - **Web-based**
  - **Windows 2000 architecture**
  - **Reduce Fortezza management scope; consolidate CAW operations at a limited number of sites (recommend 1-2)**
- **Public Key Enabled**
- **Central message repository**
- **Efficient bandwidth utilization, DB pointers vice full messages**



# ***Advantages of an Enterprise Messaging Solution***

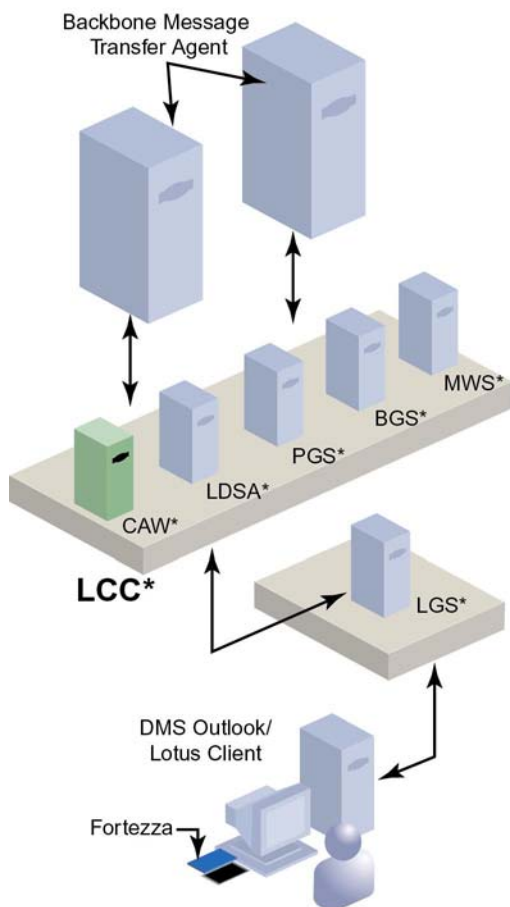


➤ **More capable:**

- **Supports multiple message protocols - DMS, AUTODIN and SMTP**
- **Multiple interfaces**
- **Internet-like retrospective Search**
- **Powerful easy-to-use profiling, message and binary attachments**
- **Searchable archive**
- **Audit for all messages**
- **Supports remote operations**
  - **DMS core product**

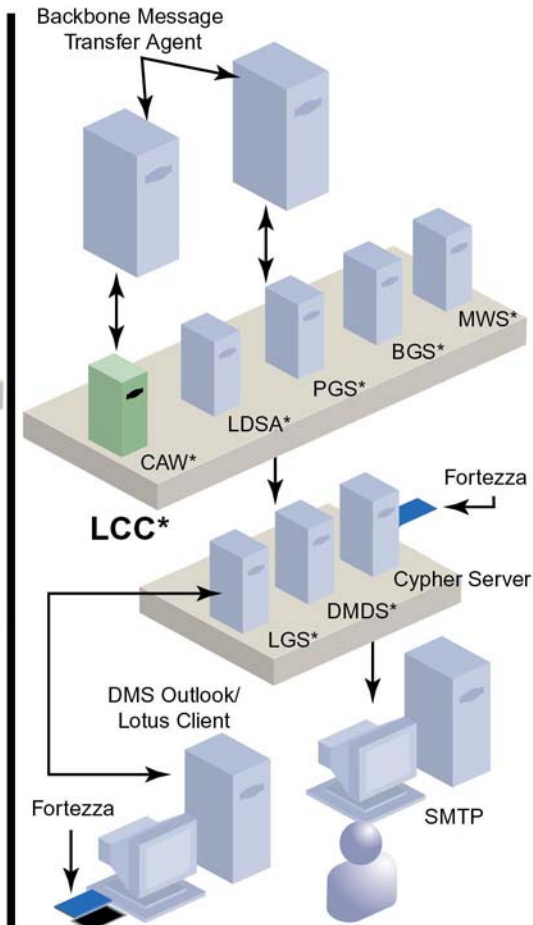


## DMS Writer to Reader

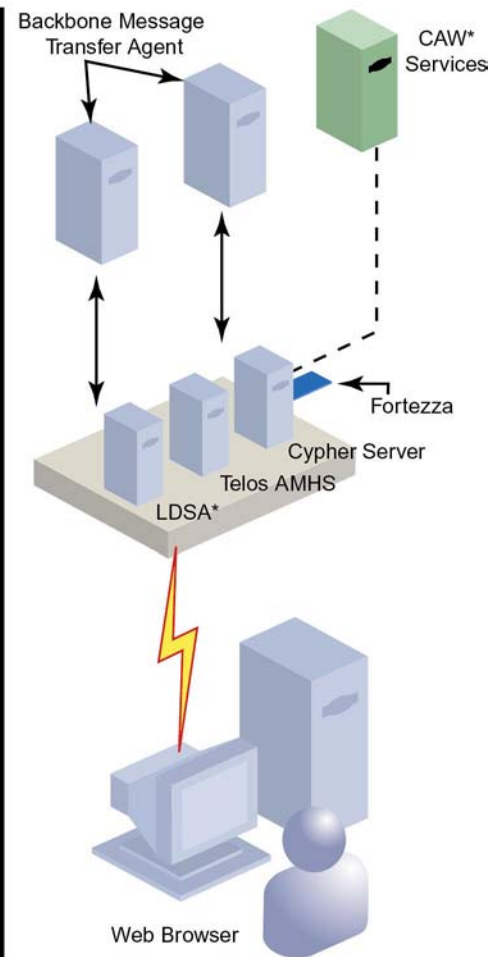


- Legend**
- \* LCC - Local Control Center
  - \* LDSA - Local Direct Service Agent
  - \* PGS - Primary Groupware Server
  - \* BGS - Backup Groupware Server
  - \* MWS - Management Workstation
  - \* CAW - Certificate Authority Workstation
  - \* DMDS - Dissemination Message System
  - \* LGS - Local Groupware Server

## DMS with DMDS Profiling



## Telos Automated Message Handling System





## Notional AMC DMS Infrastructure

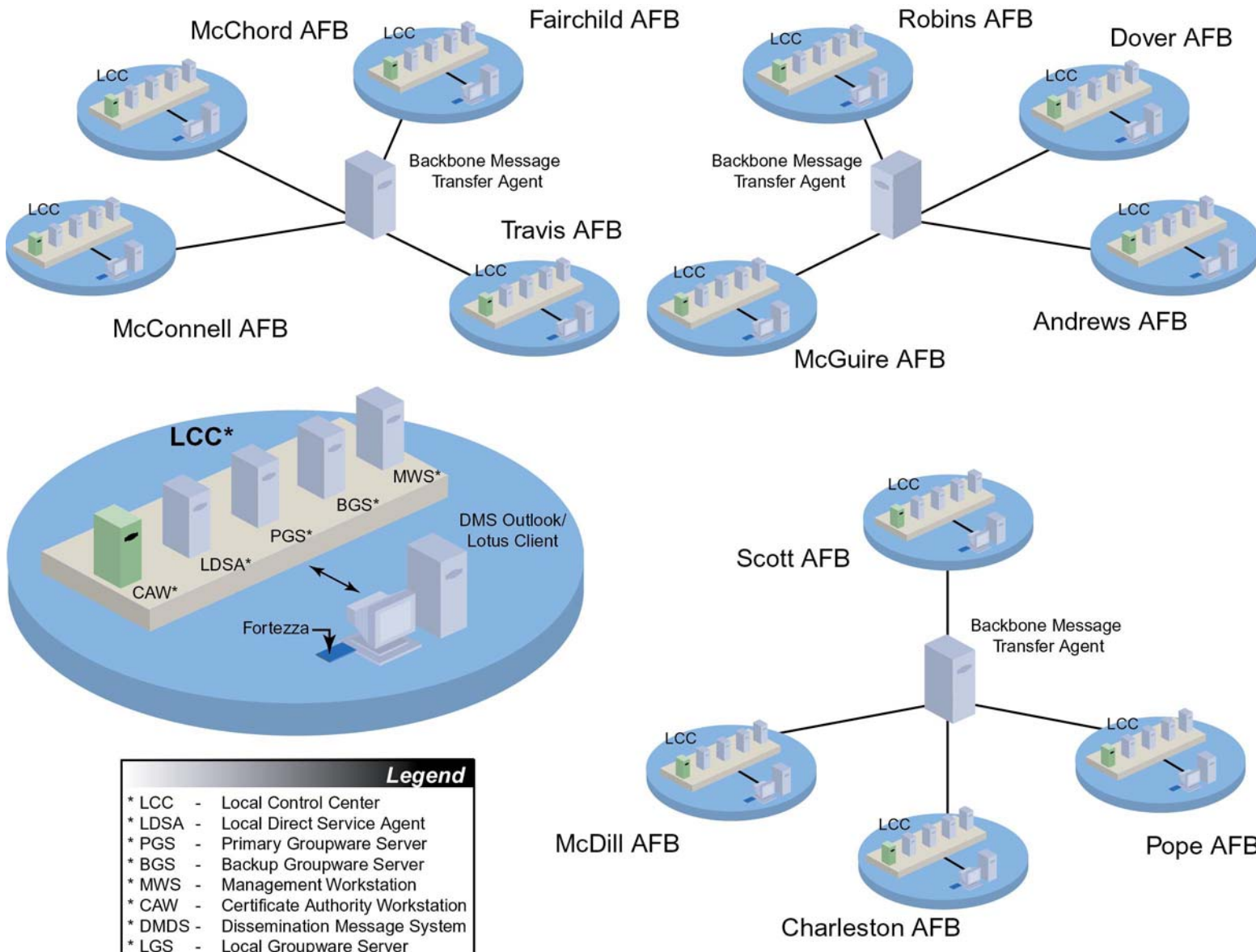
Information Assurance



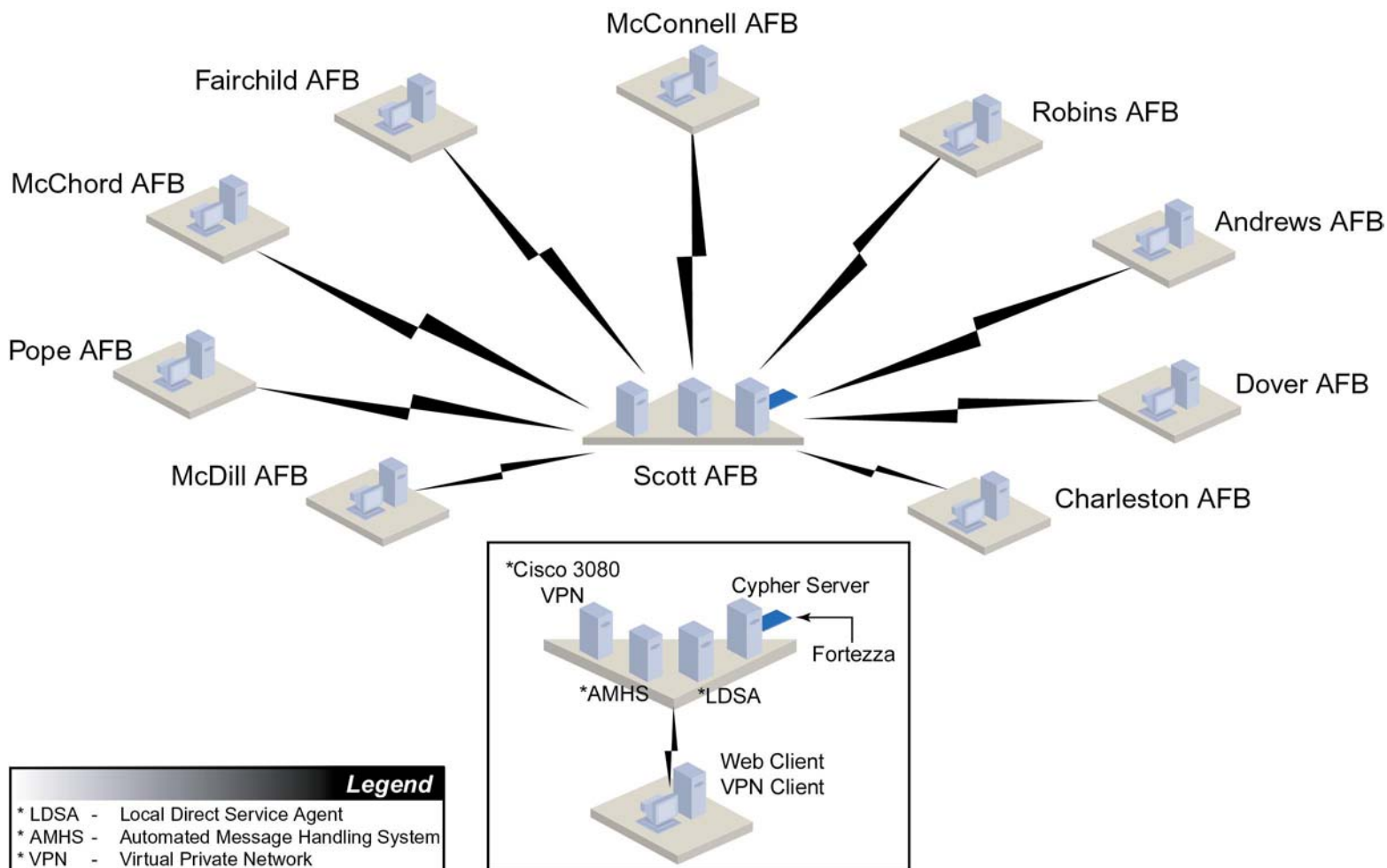
Wireless Networking



Automated Message Handling



## Notional AMC AMHS With VPN Option



## Cost Comparison 1000 user 32 Locations DMS vs AMHS

Assurance  
Information  
Wireless Networking  
Automated Message Handling



### • DMS Cost 10,000 users

- Client
  - Fortezza cards \$80 x 10k = \$800k
  - Outlook Client \$118 x 10k = \$1.18M
- LCC
  - PGS \$1650 x 32 = \$52.8k
  - BGS \$1650 x 32 = \$52.8k
  - LGS \$1650 x 32 = \$52.8k
  - LDSA \$19k x 32 = \$608k
  - MWS-R ? X 32 = ?
  - CAW 4/5.0 \$33k x 32 = \$1.06M
- Annual O&M
  - 1.5 MY/site \$90k x 32 = \$2.88M  
(based on McDill AFB est)
  - Software maint \$89.6k
- Total for DMS Infrastructure **\$3.8M**
- Annual recurring O&M **\$2.97M**

### • AMHS cost 10,000 users

- Client
  - Web Browser Free
- AMHS
  - CP-XP \$16k
  - 10k user AMHS \$1.2M
  - 3 Cypher Server \$9k
  - 24 Fortezza cards \$2k
  - LDSA (use existing) \$19k
  - CAW (optional) \$33k
- Annual O&M
  - 5 MY AMHS \$300k
  - 2 MY LDSA/CAW \$180k
  - Software maint \$120k
- Total 1000 user AMHS **\$1.28M**
- Annual recurring O&M **\$600k**

## ***ISSUES***

- Enforce writer-to-reader using PKI.
- Scalability to meet Enterprise requirements
- Cultural Change





# TELOS

## NCSS Architecture

